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↓ CONTENTS

July/August 2018



BILL MCALLEN

FEATURES

16 Record Performance
Port Has Best Quarter in 312 Years

20 New President, CEO of
Ports America Group
Mark Montgomery Succeeds Michael Hassing

DEPARTMENTS

6
Executive View

8
Soundings
Happenings Around the Port

12
GreenPort
→ Student Explores Fuel
Cell Technology as
Electricity Source
→ Air Quality Report Shows
Tri-agency Pact Effective
→ BPA's Many Hands Make
Light Work of Fallen Tree

22
Port Business / Subaru
Firm Celebrates Golden
Anniversary, Sales Surge

26
Port Person /
Mark Schmidt
Director, Commercial
Services for Ports America
Chesapeake

28
Port View
The Guano Trade Arrives
in Baltimore

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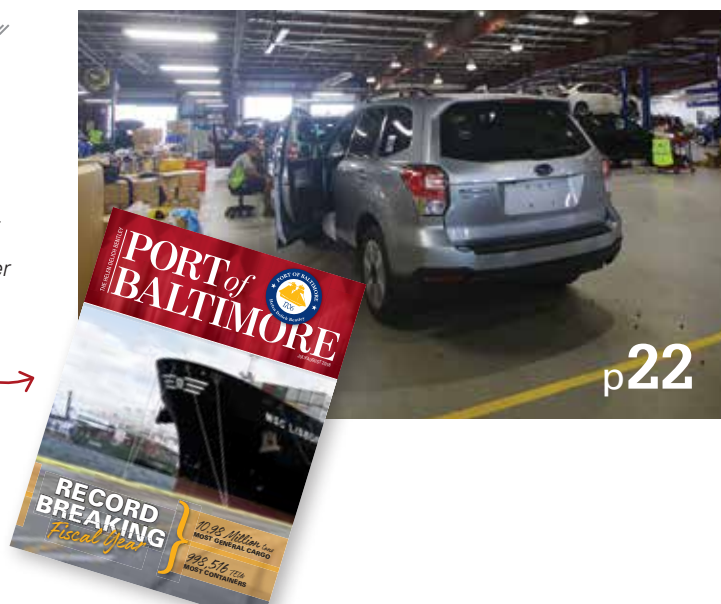


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COVER: The Port of
Baltimore continues
to shatter records
for handling general
cargo and containers.
Optimism remains
high for the remainder
of the year.
Photograph by
Bill McAllen.



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EXECUTIVE VIEW

Cruising Toward Another Banner Year

We are already halfway through 2018 and it's been a very good year for us so far at the Port of Baltimore.

We began by announcing a new roll-on/roll-off service to New Zealand and Australia on Höegh Autoliners. As the number one U.S. port for roll-on/roll-off, this will further enhance our profile. Ports America Chesapeake then added new rubber-tired gantry cranes to help with our record container volume growth. We and Ports America Chesapeake are also making other changes to improve overall efficiencies for trucks at Seagirt Marine Terminal.

In May, we were very honored to be the first North American port to host the international GreenPort Congress. This event brought together maritime professionals from all over the world who specialize in green disciplines. It was a terrific opportunity to also talk about the great green initiatives and programs we have right here at the Port of Baltimore, including our dredged material and clean diesel programs.

Our first quarter of 2018 was the best quarter in our 312-year history for total cargo tonnage from the public marine terminals. We followed that right up by beating that mark in the second quarter. We also had our best single month ever in May when we handled a record number of cars and containers.

In July, Governor Hogan and the Board of Public Works approved a contract that will complete the fill-in of a wet basin at our Fairfield Marine Terminal. It will create seven additional acres for us to use for our surging auto and roll-on/roll-off businesses.

After a productive first six months of 2018, we are now focused on continuing that success and finishing the year strong as one of Maryland's leading economic generators.



James J. White, *Executive Director*
Maryland Department of Transportation Maryland Port Administration

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Ports America Chesapeake's Seagirt Marine Terminal has a 50-foot draft berth, post-Panamax cranes to accommodate the ultra-large container vessels (ULCV) and complete intermodal services at the Seagirt Container Transfer Facility. The acquisition of the Point Breeze Business Center will provide more than 350 acres of land for the terminal's expansion.



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SOUNDINGS



The Happenings In and Around the Port — Send us your news for a possible item in the Soundings section in the *Port of Baltimore Magazine*. Email todd.karpovich@todaymediacustom.com.



NEWSMAKERS

Fila Expands Near Port

Fila, a sportswear firm with a growing presence in the mid-Atlantic region, signed a deal to add 352,850 square feet of local distribution space at 7269 Gambrills Cove Road in Anne Arundel County. The company also renewed a lease for 379,102 square feet next door.

Containers entering the Port of Baltimore can get to the facility in 15 to 20 minutes and there is capacity for over 100 containers on site. Fila will be able to double its shipping capacity as a result of this expansion.

"Fila North America's continued growth, the opportunity to reach our customers from Baltimore and the expansion of the Port of Baltimore made this decision easy for us," said Pat Craig, Vice President, Distribution at Fila North America. "The new space is attached to our existing building, which offers the synergy we need to keep operations flowing. The location is key to our customer base, allowing the brand to service the Northeast, Southeast and Midwest regions all within two to three days."

CBRE's Bill Pellington and Jon Casella represented Fila North America and facility owner Grammercy Property Trust was represented by Michael Walsh.

"Fila is experiencing exciting growth of their brand and we are delighted to assist them in right-sizing their presence here in Maryland," said Bill Pellington, Senior Vice President at CBRE.

ANNOUNCEMENTS

MDTA Police Phone Number to Change Sept. 1

Effective Sept. 1, 2018, the Maryland Transportation Authority (MDTA) Police phone number will change from 410-633-1092 to **410-537-7911**.

The MDTA Police are the first law enforcement agency to respond to incidents at the public marine terminals.

"This new direct number into the MDTA Police command center will improve overall efficiencies and law enforcement response times at the Port of Baltimore," said James White, Executive Director of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) in announcing the change.

Signs listing the new phone number will be posted around the Port starting in September. The existing number will continue to work through Oct. 1.

Any companies that post the existing police number on their premises or include the number as a decal or sticker on company vehicles are encouraged to contact MDOT MPA Operations at 410-633-1077 for help in addressing the change.

**NEW
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TRAINING

New Era-Coast Guard Internship Program Again a Success in Year Two

Last summer, the U.S. Coast Guard Yard hosted nine students from Baltimore's New Era Academy for a seven-week internship to help mold the next generation of Port workers. This year, another eight students in New Era's Transportation Technologies Seagoing Pathway worked at the Yard through Baltimore City's YouthWorks program, learning valuable skills by helping out with pipe fitting, welding, electrical, painting and sheet-metal work.

The YouthWorks program began June 25 and lasted through August 10. An Aug. 2 completion ceremony at the Maryland State House in Annapolis — hosted by Lt. Governor Boyd Rutherford, and attended by Capt. Matthew Lake of the U.S. Coast Guard and other dignitaries — was held to recognize the students' achievements.

Another seven New Era students worked at the Yard this summer as part of the federally funded Pathways Program.

Other Port stakeholders also provided placements for New Era students. They included John S. Connor, Port Discovery, the Maryland Department of Transportation Maryland Port Administration, Baltimore City Parks and Recreation's Boat House and the NS *Savannah*, among others. 🌐



Top: Ahmod Johnson, New Era Academy student and Yard Pipe Shop intern, works on a butterfly valve, part of a ship's sea water system. Above: Jamil Mitchell, New Era Academy student and Electric Shop intern, works on preparing an outdoor power supply box.



PHOTOGRAPHY COURTESY OF U.S. COAST GUARD YARD

EVENT

Summer Program Presentation Brings Port Possibilities to City Youth

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) sponsored a presentation for more than 30 students and staff at the Druid Hill YMCA's New Horizons II summer program. The program introduces youth to different vocations in various industries. MDOT MPA was invited to showcase the variety of future job opportunities that may be available to the program's youth.

"We look for opportunities to participate in programs that benefit local youth. The YMCA's New Horizons program can [cause] a positive change in a young person's life," said Barbara McMahon, MDOT MPA's General Manager, Safety, Environment and Risk Management. "We sent two very capable representatives, Andrew Blair, Environmental Specialist, and Dave Awkward, Lead Equipment

Operator, to talk about what they do at the Port and the skills needed for these jobs."

The session started with a Port presentation, including photos and a discussion of cargoes, terminals, ships, trucks and trains and types of port workers. Then Blair and Awkward shared details about their jobs at the Dundalk Marine Terminal; this included a hands-on demonstration of the equipment they use. The students were engaged and asked a lot of questions about activities at the Port, jobs, water quality and more, they said. The students' attentiveness, thoughtful questions, interest and overall

optimism impressed the speakers.

"This is terrific. They are asking a lot of questions!" commented Eric Somerville, Executive Director for Volunteerism and Community Engagement for the Y in Central Maryland. The staff was appreciative and even had a few questions for the MDOT MPA group.

"Thanks so much for spending time with our New Horizon II students. Your presentation on the Port of Baltimore was very informative. The students were so engaged and inquisitive. We couldn't have asked for more from your team. It was awesome!" Somerville said via email after the presentation. 🌐

NEW Horizons II serves homeless youth by providing a safe place to learn life skills, get training and participate in paid internships during the summer. Some of the topics covered during the program include financial literacy, resume writing, career opportunities and college visits, along with a lot of support from Y associates and volunteers. The goal is to break the cycle of poverty and unlock the potential of these teens.

NEWSMAKERS

Davis Retires as CEO from AMPORTS

Maryland Department of Transportation Maryland Port Administration Executive Director James J. White congratulated Jim Davis, former CEO of AMPORTS, on a long and healthy retirement. Under Davis' leadership, AMPORTS enjoyed some very successful years at the Port of Baltimore, including 2017 when they processed 399,602 vehicles — their best year ever. Davis will continue to serve on the board of directors for AMPORTS. Stephen Taylor will take over as the firm's CEO. 🌐

Jim Davis (center) was recently honored by the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) following his retirement as CEO from AMPORTS. Also participating in the ceremony were new AMPORTS CEO Stephen Taylor (left) and MDOT MPA Executive Director James J. White (right).



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NEWSMAKERS

MTC Logistics Announces Transition Plan

Andrew "Andy" B. Janson has been appointed Chief Operating Officer and will succeed F. Brooks Royster, III as President of MTC Logistics in early 2019.

Royster has served as President of MTC for the past five years and will work with Janson to ensure a smooth transition in leadership. Royster will then move into the role as Head of International Operations for MTC.

"I have served in a leadership role in the logistics industry for more than 40 years, and it is time for me to reduce my corporate responsibilities and oversee the transition," Royster said. "Andy is someone I've known for many years, and he will be a tremendous asset to MTC."

Janson most recently served as Chief Executive Officer with Hanson Logistics, a leading temperature-controlled logistics company specializing in warehousing and transportation. Janson brings nearly 30 years of industry service and currently serves as Vice Chairman of the International Association of Refrigerated Warehouses.

"Andy's addition fulfills two of MTC's strategic objectives: building and maintaining an industry-leading executive team and expanding its transportation subsidiary, MLogistics," said Harry Halpert, Chief Executive Officer of Hoffberger Holdings, MTC's parent company. "Ernie Ferguson runs our transportation subsidiary,



which was originally established in a joint venture with a company Andy managed 15 years ago. I am excited for these two men to be united once again, and I am excited for MTC's customers." 🌐



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GreenPort



Environmental Stewardship at the Port of Baltimore **BY MARY MAUSHARD**

Grad Student Explores Fuel Cell Technology as Port Electricity Source

Justin Krupa has been putting a lot of energy into energy — the clean, renewable kind — and he's confident he is tapping into the future.

As a graduate student with a fellowship at the Port of Baltimore, Krupa is investigating how to produce more energy from the fuel cell technology that exists in experimental stages at the Port.

Krupa's summer at the Port, through a fellowship from the Environmental Defense Fund (EDF), has been a crash course in feasibility of fuel cell technology and the energy needs at Dundalk Marine Terminal. He has researched the technology, conducted an energy audit, canvassed vendors to determine fuel cell capacity and explored the possibility of applying fuel cell technology to natural gas pipelines.

Krupa has an undergraduate degree in applied physics and is pursuing a master's in sustainable technology at Appalachian State University in Boone, N.C.

The fellowship program brings together top talent, resources and expertise in many subjects to help organizations meet their sustainability and energy goals. Since 2008, more than 450 organizations have enlisted EDF Climate Corps fellows to design customized solutions to challenges involving energy efficiency, renewable energy, energy management and more.

Krupa concedes that the realization of the energy stream he probed this summer is years off, for many reasons, including limited technology, fuel cell capacity and cost, but he sees the day when it will happen.

The Port, like other industries and companies, "will need sources for onsite electrical production" to power the emerging technology sure to become part of the maritime industry.

"It's been quite an eight weeks," he said as he was preparing a 30-page report and a 30-minute



Air Quality Report Shows Tri-agency Pact Effective

Three state agencies' efforts to improve the air quality in and around the Port of Baltimore are paying off, according to their annual report.

Representatives of the Maryland Department of the Environment (MDE), the Maryland Department of Transportation (MDOT) and the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) entered an inter-agency voluntary agreement in 2015 to reduce emissions and increase energy efficiency.

Since then, the resulting workgroup has met regularly and issued annual reports on its accomplishments. The group's 2017 efforts focused on:

- Dray truck replacement

- Cargo-handling equipment replacement
- Idle-reduction technology for locomotives
- Idle-free Maryland, an education program aimed at reducing vehicle idling.

"The Voluntary Air Agreement has been an excellent mechanism for MDOT, MDOT MPA and MDE to engage in a productive dialogue to identify and implement projects and programs that improve air quality. The personnel involved have developed a true partnership where we all recognize common

challenges and identify solutions that benefit the environment and the communities adjacent to Port facilities," said George (Tad) Aburn, Director of Air and Radiation Administration at MDE.

The grant-funded dray truck program helps independent drivers buy newer model trucks that meet emissions standards. In five years, it has helped replace 173 trucks.

A recent analysis by the University of Maryland Center for Environmental Science validated its impact.

"Our analysis found that the truck replacements made between 2012 and 2017 will reduce emissions of particulate matter by an estimated 139 tons and nitrogen oxide by 2,720 tons. [Both are pollutants that can lead to heart, lung and respiratory problems.] ... We estimated that

oral presentation for a joint meeting of the Maryland Department of the Environment and the Safety, Environment and Risk Management Department at the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

"Justin's work at the Port has been a productive partnership with the EDF Climate Corps in both researching and providing a thorough application-based analysis of environmental and energy issues that the Port staff needs answers for. It has been a positive experience overall," said Chandra Chithaluru, MDOT MPA Air Quality Policy and Program Manager. 🌐



these reductions may result in up to 21 fewer premature deaths and nearly 1,200 avoided work-loss days," at a savings of \$85 million to \$190 million, according to the report.

The idle-reduction effort led Canton Railroad to install technology that cuts idling time in the engines of its six switcher locomotives, most of which operate at the Port.

Another workgroup effort is to connect with individuals and organizations that work with the Port and those who live nearby. "We have successfully implemented several projects in partnership and consultation with communities," said Auburn. "I look forward to continuing to build on this partnership with my agency partners and key stakeholders as we work together on future air quality initiatives." 🌐

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City Councilwoman Shannon Sneed with MDOT MPA's Barbara McMahon, top left; young volunteer Miguel Walker at work, top right, and Bill Richardson, the Port's environmental manager, chops a limb from the fallen tree, above.

BPA's Many Hands Make Light Work of Fallen Tree

Baltimore's rainy spring brought down many trees — one in the Madeira Street Community Garden in East Baltimore. On this plot, the C.A.R.E. Community Association maintains its vegetable, fruit and flower garden where vacant buildings once stood. The garden is not only a place to grow food and connect with nature, but also a gathering spot for neighbors and a source of strength for the community.

Though the downed tree was definitely an obstacle to this summer's crops, it also became an opportunity for the environmental committee of the Baltimore Port Alliance (BPA), which already had plans to work with community members to improve the garden. When its members saw the fallen tree during a site visit with the Baltimore City Environmental Control Board, they swung into action.

Committee members coordinated dozens of volunteers who came out on a Saturday morning in June and quickly cut and removed the tree, trimmed overgrown weeds and made minor fence repairs. The garden could thrive again.

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"What seemed to be an unsurmountable task was quickly achieved thanks to the kindness of others."
— Cynthia Gross

Volunteers from the Maryland Department of Transportation Maryland Port Administration (MDOT MPA), the city's Environmental Control Board, Ports America Chesapeake, Vane Brothers, John S. Connor, Inc., C. Steinweg Group, EcoLogix Group and the Baltimore Maritime Exchange joined local residents. They brought equipment including a Bobcat, tackled the project and completed it in less than two hours.

"We are so grateful to the Baltimore Port Alliance and all of the volunteers who came out to lend a hand," said Cynthia Gross, Vice President of the community association. "What seemed to be an unsurmountable task was quickly achieved thanks to the kindness of others."

The C.A.R.E. Community Association, Inc. is a participant in the BMORE Beautiful Program, a city-led, peer-to-peer beautification initiative of the Mayor's office.

"On behalf of the Baltimore Port Alliance, thanks to the folks who turned out on their Saturday morning to assist with the clean-up," said Rupert Denny, Co-chair of the BPA environmental committee and General Manager of C. Steinweg. "We're very grateful to Joe Greco of Ports America Chesapeake for bringing his Bobcat to help do the heavy lifting, and the many volunteers who brought their own chainsaws, trimmers and weed whackers."

Baltimore City Councilwoman Shannon Sneed stopped by to thank the volunteers and Baltimore's Charm City Television filmed the action.

"Several parents brought their children to help, and our youngest volunteers had a wonderful time while learning about the importance of giving back to our communities," said Barbara McMahon, BPA Co-chair and General Manager, Safety, Environment and Risk Management at MDOT MPA. "It was especially gratifying to see some of the next generation come along and roll up their sleeves." 🌐



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(Q2 CY2018)

616,442
containers
handled
during the 2018 fiscal year

STATE-OWNED PUBLIC MARINE TERMINALS HANDLED MOST GENERAL CARGO, CONTAINERS

BY TODD KARPOVICH

The Port of Baltimore is enjoying unprecedented success.

Officials with the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) recently reported that the Port had the best quarterly and six-month performance in its 312-year history.

SOME OF THE PUBLIC MARINE TERMINALS' NEW RECORDS INCLUDE:

- **BEST FISCAL YEAR FOR GENERAL CARGO TONS:**
10.98 million tons
(old record FY17 – 10.35 million tons)
- **BEST QUARTER FOR GENERAL CARGO TONS:**
2.80 million tons
(old record Q1 CY18 – 2.77 million tons)
- **BEST FIRST 6 MONTHS FOR GENERAL CARGO TONS:**
5.56 million tons
(old record FY17 – 5.32 million tons)

To help with this added growth, Governor Larry Hogan and the Maryland Board of Public Works approved a contract to turn a wet basin built for ship construction during World War II into seven more acres of storage for automobiles, roll-on/roll-off and other cargo. The project will also entail raising the elevation, adding a new storm drainage system, surfacing, lighting and fencing and building a security booth.

"The Port of Baltimore is the number one auto port in the nation and continues to break cargo records every month," said Gov. Hogan. "Our administration is committed to furthering this growth and

strongly supports our great Port and its thousands of hardworking men and women handling the millions of tons of cargo coming in throughout the year."

The Port continues to build off previous success.

The Port's public marine terminals handled just over 1 million twenty-foot equivalent unit (TEU) containers for the 12-month period ending April 30, 2018. That is the first time that the MDOT MPA has exceeded 1 million TEUs in any 12-month period.

For the fiscal year, the Port's public marine terminals also broke several other records:

- **MOST CONTAINERS:**
616,442 containers or 998,516 TEUs
(old records FY17 at 568,679 containers or 907,957 TEUs)
- **MOST AUTO UNITS:** 600,331 units
(old record FY14 at 592,628 units)

The new records follow a record year in 2017 for the Port's public and private marine terminals. The Port handled 38.4 million tons of cargo in 2017, the most since 1979 and the third-highest tonnage in its history. The public marine terminals, managed by the MDOT MPA, handled a record 10.7 million tons of general cargo. It was the second consecutive year that the public terminals handled more than 10 million tons of general cargo. Included in the general cargo number was a record 596,972 containers, an 11 percent jump from the previous record set in 2016.

Last year, the Port also saw increases with many of its auto customers. Jaguar-Land Rover, Mitsubishi, Nissan and Subaru all had excellent years, boosting gains over 2016 volumes. The high-end Tesla also enjoyed a good year in its first full year in

Baltimore. The Port's geographic location as the closest East Coast port to the Midwest allows cars to be shipped to inland destinations in a more cost-effective and efficient manner.

The Port also offers auto manufacturers a choice of four on-dock auto processors, a large number of haul-away trucking companies and all major ocean carriers.

Among the nation's ports, the Port ranks first for autos and light trucks, roll-on/roll-off heavy farm and construction machinery and imported sugar. The Port ranks second in exported coal. Overall, the Port ranks ninth among all ports for the total dollar value of cargo and 12th in foreign cargo tonnage.

The Port's track record for luring new business translates into more employment for the state. Business at the Port generates about 13,650 direct jobs, while about 127,600 jobs in Maryland are linked to Port activities. The Port accounts for nearly \$3 billion in personal wages and salary. In addition, the Port generates more than \$300 million in state and local tax revenues.

"The Port of Baltimore has firmly established its reputation as a leading economic engine

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The Port of Baltimore has firmly established its reputation as a leading economic engine for Maryland, with its best quarter in over three centuries,"

— Governor Larry Hogan

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for Maryland, with its best quarter in over three centuries,” Gov. Hogan said. “The Port generates good-paying, family-supporting jobs for tens of thousands of Marylanders, and our administration will continue to work to ensure the lasting success of this vital asset.”

The Port is an attractive place to do business because of its direct rail access and terminal gate efficiencies. Millions of square feet of warehouse space are also available, and the Port has a strategic location on the East Coast with easy access to the Interstate-95 corridor.

The Port been recognized for the last few years as being one of the most productive container ports in the nation. Three of the world’s largest container-shipping companies — Evergreen, Maersk and MSC — operate at the Port.

In addition, the Port consistently ranks high on the security spectrum. The U.S. Coast Guard has awarded the Port’s six public terminals its highest security ranking — “excellent” — for the ninth consecutive year, based on its annual inspections to ensure the terminals are complying with federal

security regulations.

Since 2001, the Port has received \$21 million in federal port security grants from the Federal Emergency Management Agency (FEMA). The federal money covers 75 percent of the Port’s projects and helps boost technology.

“The Port of Baltimore and Ports America Chesapeake continue to experience strong growth in 2018, and we are well positioned to take advantage of this growth for the future,” said Bayard Hogans, General Manager of Ports America Chesapeake. “With our continued investments in infrastructure, technology and a productive workforce, we are capitalizing on our inland location and strong consumer market.”

Cargo Up, EMISSIONS DOWN:

When cargo increased at MDOT MPA public terminals by 10% between 2012–16, emissions per ton of cargo handled decreased by an average of 23% for all pollutants.



Photo: Kathy Smith

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Ready to Lead

MARK MONTGOMERY TAKES THE HELM AT PORTS AMERICA GROUP

BY TODD KARPOVICH | Photography by Kathy Bergren Smith

Mark Montgomery has been named president and CEO of Ports America Group, Inc., succeeding Michael Hassing in that role.

Montgomery served as president and CEO of Ports America Chesapeake from 2010 to 2014. He has also served as a senior advisor and operating partner on Infrastructure Investment for Oaktree Capital Management.

"I joined the legacy company International Terminal Operators, Inc., in February 1988 and moved to Baltimore in 1990," Montgomery said.

"During this time, I developed a strong relationship with the maritime community in Baltimore. Subsequently, when the opening arose to expand into the Port of Baltimore and further increase our relationship with the Port through the Seagirt Marine Terminal Private-Public Partnership and the formation of Ports America Chesapeake, it presented a great opportunity for me personally."

Ports America Group, which operates 80 terminals in 42 ports in the U.S., is the largest independent marine terminal operator in North America, providing terminal management and a full suite of stevedoring and related services. Its headquarters are in Jersey City, N.J.

While at Ports America Chesapeake, Montgomery worked on several integral projects. He calls the Seagirt Marine Terminal Private-Public Partnership one of his career highlights. In that role, he was able to work with many aspects of the industry, including the design and construction of Berth 4, the bond financing process, the acquisition of new cranes and the prospect of creating carrier opportunities for the Ports America team.

The selection of a terminal operating system for Seagirt in 1999 required the exploration of some of the most productive ports in the world. That process led to the purchase of the Navis software product, still in use at Seagirt, and the ability to manage its implementation.

"Additionally, Ports America Chesapeake's lease at Dundalk Marine

Terminal allows the company to work with all the Port of Baltimore stakeholders to create a combination terminal for containers, ro/ro and breakbulk," he said. "As part of this lease, we formed a partnership with Atlantic Container Line with a long-term contract to support ACL containers at Seagirt and handle its ro/ro and breakbulk at Dundalk."

In 2015, Montgomery coordinated with CSX to create a long-term commitment to guarantee rail volumes to the Port of Baltimore.

Montgomery also serves on the boards at the Port Newark Container Terminal, Ports America Chesapeake, the Delaware River Stevedore joint venture in Philadelphia, the CP&O joint venture in Norfolk, the Port of Miami Terminal Operating Company and the Eller-ITO Stevedoring joint ventures in Miami. He also has positions on the Board of the National Association of Waterfront Employers, the North Atlantic Ports Association and the General Stevedoring Council.

"Mark deserves a lot of credit for helping make our 2010 public-private partnership happen," MDOT MPA Executive Director James J. White said. "He's demonstrated he knows the business and is an excellent choice to lead Ports America. He will continue to have our strongest support."

In his new position, Montgomery's goal is to create a greater company of exceptional employees and expand the company's tri-coastal footprint by working with customers and port partners.

"The number one concern is having every employee return home safely to their families. We also are focused on creating greater operational performance through the passion of our employees," he said.

The firm will also continue to focus on growing the Port.

"We will continue working to expand our commitment to the Port and on maximizing Ports America's scale with our port partners," Montgomery said. "Consistently communicating with customers on their changing needs enables us to tailor additional beneficial processes and technologies. Ports America's dedication to extending our footprint to the last mile with innovation and commitment will advance how we do business today." 🌐



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Still Growing at 50

SUBARU OF AMERICA CELEBRATES GOLDEN ANNIVERSARY AMID SALES SURGE

BY MARY MAUSHARD | Photography by Kathy Bergren Smith

Subaru of America (SOA) is playing a growing role in helping the Port of Baltimore maintain its No. 1 ranking in importing automobiles and light trucks. More than 55,000 Subarus arrived locally in 2017, a number that has been increasing steadily.

This year marks Subaru's 50th anniversary in America, growing from the first tiny Subaru 360 purchased in the United States in May 1968 to its 9 millionth car — a Crosstrek delivered in April in Arkansas. The anniversary comes amid a sales growth surge that has lasted 77 months.

Since 2006, SOA has imported thousands of its models annually from Japan into the Port of Baltimore for delivery by truck to dealers throughout the mid-Atlantic and into Tennessee and North Carolina. SOA imports about 4,500 cars a month, said Jonathan Smith, Baltimore Operations Manager and one of five SOA employees at the Port.

A small number of exports also move through the Port from SOA's plant in Lafayette, Ind.

"The big thing with Subaru is that they have increased sales month over month over each year for 77 (as of April 2018) consecutive months. Every month they are doing better than that same month the previous year," said Larry Johnson, Manager of Automotive Trade Development at the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

"They were nearly recession proof," he added. "Subaru was one of only two car manufacturers that did

**5.9%
increase
in sales**
best March
on record



not lose ground in 2008–2009.”

March was the best March on record in Subaru’s history, with a 5.9 percent increase over March 2017. For all of 2017, Subaru manufactured more than 647,500 cars — 5.3 percent more than in 2016. Johnson estimates that Subaru ranks eighth among all automobile importers at the Port and seventh in the U.S.

Subaru’s success in the United States is due to several factors, including a focus on the U.S. as its main market. “We increased the size of the vehicles to better match the needs of American buyers,” said Dominick Infante, SOA Director of Corporate Communications.

“That meant larger Outbacks and Foresters that would accommodate taller rear-seat passengers. American



Port processors customize and accessorize Subarus before they go to retailers.

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→ PORT BUSINESS

teenagers are tall, and their parents couldn't fit them in the backseat," he added.

In Baltimore, Subaru continues its 12-year relationship, having transferred its operations from Newport News, Va., in 2006. Both the carmaker and the Port have benefited.

Quality, capacity and location were key to that decision. "The Port of Baltimore maintains an experienced labor force, uses an extensive network of roll-on/roll-off vessels designed to efficiently off-load vehicles upon arrival and is located close to Subaru retailers," said Diane Anson, SOA Corporate Communications Manager.

SOA contracts with Wallenius Wilhelmsen Solutions, a major logistics firm at the Port, for extensive processing and customizing of its cars before they head out to retailers. "The cars are accessorized at the Port," said Smith. "The processors have been trained and are used to the installations. They can do it quickly, efficiently and with quality. This is a safe place to process our vehicles."

As part of its golden anniversary, SOA has introduced a special limited line of cars with exclusive Heritage Blue exteriors with chrome satin trim. Subaru also launched "50 Cars for 50 Years" — donating 50 Outbacks to Meals on Wheels programs in 39 states for the delivery of an estimated 53,000 meals.

Philanthropy is not new to Subaru. Community service and environmental awareness have been hallmarks of the carmaker for decades. Over the past 20 years, SOA has donated more than \$120 million to causes important to Subaru employees and customers, and its employees have logged more than 40,000 volunteer hours.

During its end-of-year "Share the Love" event — part of its highly successful "Love" marketing campaign — Subaru donates \$250 for every vehicle purchased or leased to the customer's local charity of choice, including animal rescue, the



COURTESY OF SUBARU

Subaru increased the size of its Forester models to appeal to American buyers.

Make-A-Wish Foundation and the National Parks Foundation.

"We saw that our [Subaru] owners donated to charities frequently," said Infante. "So rather than offer a discount or an incentive . . . we took money and let them designate what charity they wanted it to go to. It allows our owners to connect once again with the brand and to do something that they feel strongly about."

SOA is also marking its anniversary by moving its headquarters from Cherry Hill to Camden, N.J., consolidating four sites and 550 employees in its new environmentally friendly facility.

There, too, SOA continues its philanthropy. As a gesture of friendship and commitment to its new community, the company is donating 50 Japanese cherry trees to Camden. Cherry trees in Japanese culture symbolize a new beginning — in a new place and a new half-century. 🌳

AT A GLANCE SUBARU OF AMERICA

HEADQUARTERS: Camden, N.J.

NUMBER OF EMPLOYEES: 550
(at NJ headquarters), 5 (Port of Baltimore)

FOUNDED: 1968 (SOA), 1917
(Subaru Corporation)

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SCHMIDT FOCUSED ON EXPANSION FOR PORTS AMERICA CHESAPEAKE

BY MERRILL WITTY

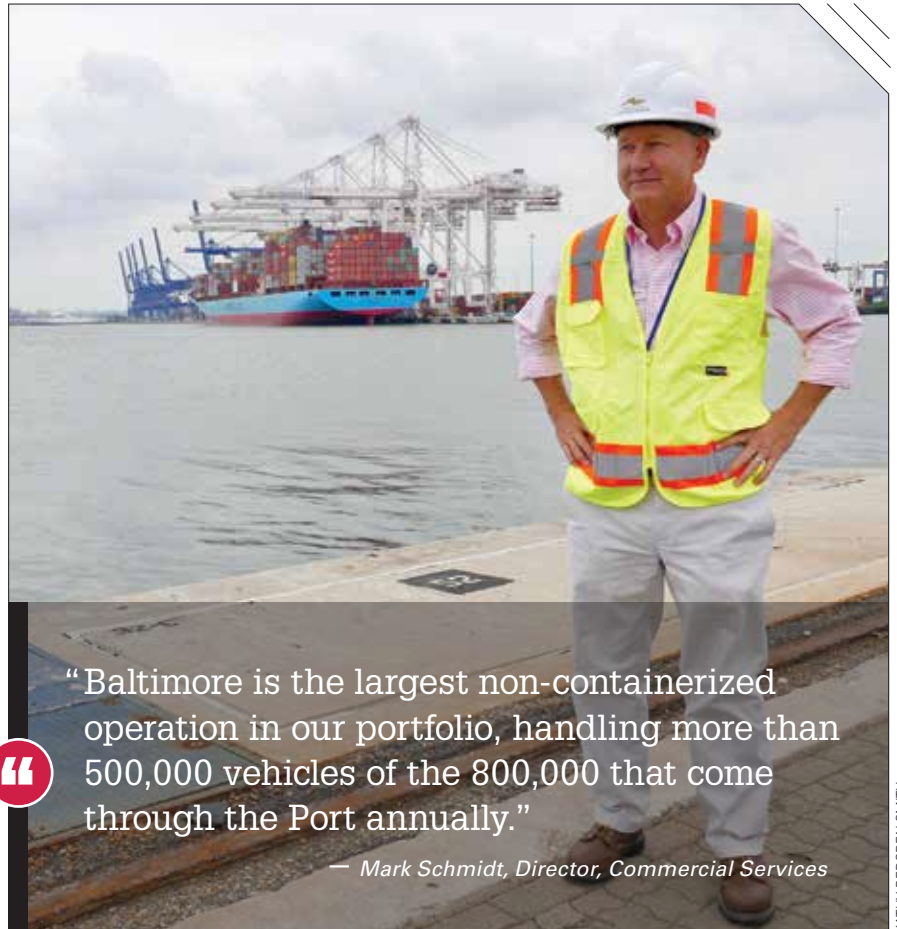
Ports America Chesapeake (PAC) and Mark Schmidt, Director, Commercial Services, work in conjunction with the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) to market the benefits of the Port of Baltimore, specifically for PAC's Seagirt Marine Terminal.

Schmidt is also responsible for the company's break-bulk and ro-ro operations at the Dundalk Marine Terminal. In a nutshell, the main focus of his job is "to grow the business at our Baltimore operations. We have very efficient vessel and terminal operations, and it's my job to make sure this knowledge is shared with current and potential customers," he said.

PAC is the largest terminal operator and stevedore in the United States, operating in more than 40 ports and 80 terminals.

"We have a great team that allows me the opportunity for very diverse work days," Schmidt said. "I may be traveling to a BCO's [beneficial cargo owner's] office to discuss the Seagirt operation and the Port of Baltimore on one day and working with our operations teams on various vessel/yard activities to ensure the best possible service for our customers on another."

Schmidt began his career as a crane technician in 1989 at South Locust Point Marine Terminal for the ITO Corporation (Legacy Ports America company). He said this job



"Baltimore is the largest non-containerized operation in our portfolio, handling more than 500,000 vehicles of the 800,000 that come through the Port annually."

— Mark Schmidt, Director, Commercial Services

gave him the foundation to understand the inner workings of labor and cargo movement to make sound business decisions later in his career.

Thinking about challenges ahead, Schmidt said, "Ports America Chesapeake and the Port of Baltimore continue to grow at a very fast pace. This rapid growth puts more and more demand on our equipment. We need

to continue investing in equipment to remain competitive and meet the needs of our customers."

Schmidt is especially proud of having played a role in developing the safety program at Ports America Chesapeake. "Having been with the company for several decades, I have witnessed and been involved in significant improvements to our safety

KATHY BERGREN SMITH

program. The results have produced a reduced number of injuries while improving productivity."

He's also pleased to have been a part of the construction of Berth IV at Seagirt, including 1,225 feet of new linear wharf and four super-post Panamax cranes. "As the project director, I led the team to finish the project ahead of schedule and under budget. The new berth has supported significant container and economic growth for the Port of Baltimore."

Ports America operates in every major port in the U.S., and Ports America Chesapeake has signed a 50-year lease agreement to operate the Seagirt Marine Terminal as well as long-term lease agreements at Dundalk Marine Terminal. "We operate as under-hook stevedores at all public terminals in Baltimore, which includes the Chesapeake Terminal, Fairfield, Atlantic Auto Terminal and South Locust Point," Schmidt said.

"Baltimore is the largest non-containerized operation in our portfolio, handling more than 500,000 vehicles of the 800,000 that come through the Port annually. Ports America Chesapeake is the largest employer of ILA workers in the Steamship Trade Association membership."

"Ports America Chesapeake once again has an outstanding industry veteran with great credentials at the helm here at the Port of Baltimore," MDOT MPA Executive Director James J. White said. "Mark was a longshoreman and knows the labor side. He is extremely knowledgeable about our business and we are fortunate to have someone of his capabilities here in Baltimore."

Schmidt said he spends his spare time with Cheryl, his wife of 26 years, "exploring the Eastern Shore of Maryland and our home city of Baltimore. We also enjoy spending time with my parents in Ohio. My hobbies are golfing, fly-fishing and skiing." 🌐



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STORY BY KATHY BERGREN SMITH

A. Aubrey Bodine



The Guano Trade Arrives in Baltimore

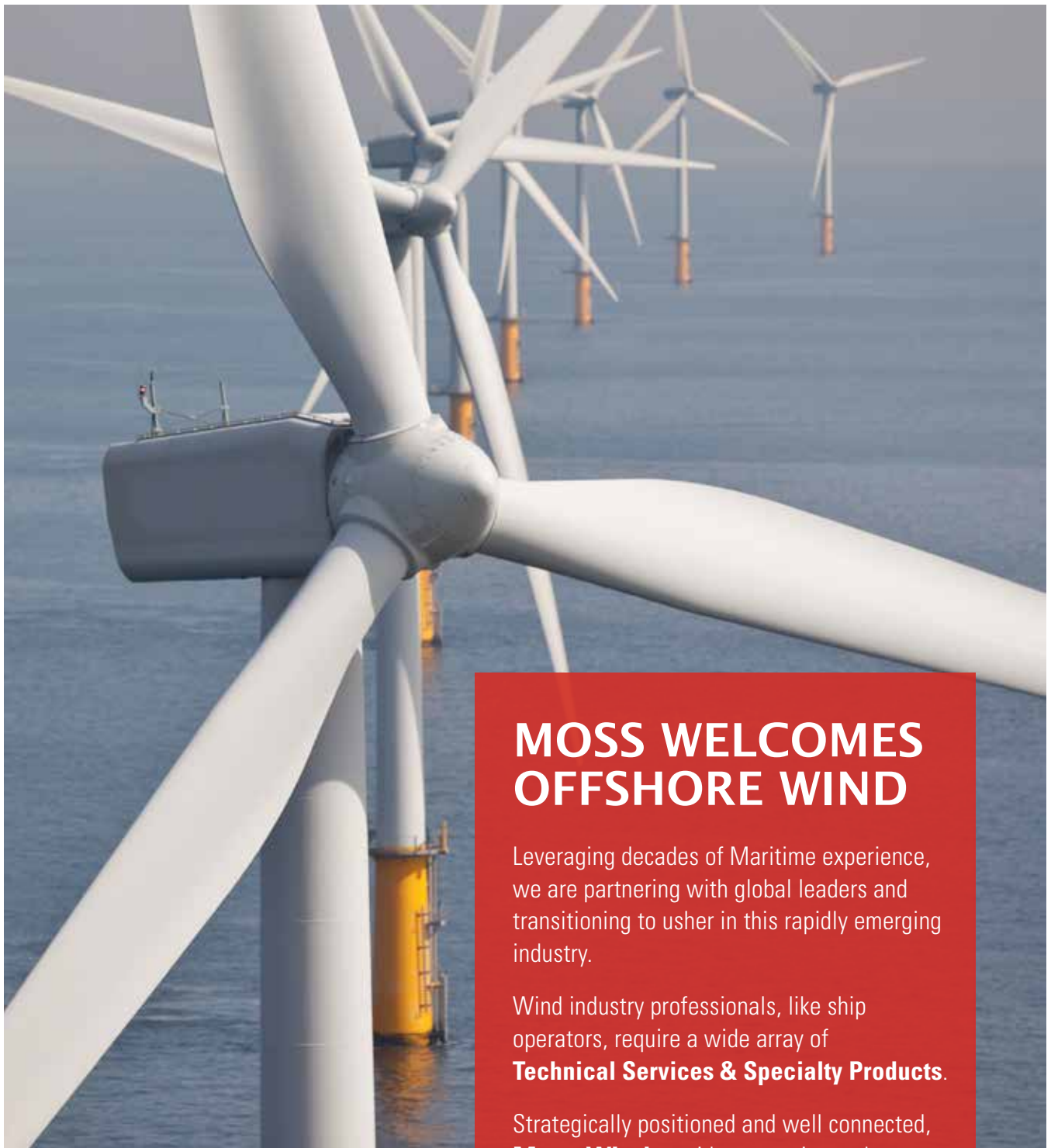
Aubrey Bodine took this photo in 1941. This ship was off-loading at the Davisson Chemical Company in Curtis Bay. Its cargo was rock phosphate from Florida. Phosphate is a fertilizer and this was the largest plant in the world for its production.

Davisson Chemical was founded in 1832 and opened this pier in 1900. In 1934, Davisson merged with W. R. Grace, another fertilizer producer. Grace processed guano

from the remote islands off Peru where William R. Grace, an Irish ship chandler, once visited. Guano is another name for bird droppings that accumulate and are rich in nutrients. When Grace came to Baltimore, he brought the guano trade. The company later began to process the rock phosphates that occur naturally in central Florida.

Bodine noted that 7,000 tons of rock phosphate, also called superphosphate, were unloaded from the ship in this photo. 🌐

This image is from the archive of A. Aubrey Bodine (1906–1970). During his nearly 50-year career as a *Baltimore Sun* photographer, Bodine captured the city with an artist's eye. His fine art work is known worldwide. Bodine's work is available for viewing and prints and books may be purchased at www.aubreybodine.com.



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